

EPP Buyer Update

Volume 8, October 2004 – Special EPP Vendor Fair Issue

Welcome to the 10th Annual EPP Vendor Fair!

It is this time of year again: the Annual EPP Vendor Fair is just over a week away! As we are completing the pre-event arrangements, we would like to bring you up to date regarding what awaits you at Worcester's Centrum Centre on October 26, 2004!

This year's event is special in many ways. As we are celebrating the EPP Purchasing Program's tenth anniversary, we will reflect on the progress we have made in bringing the purchase of EPPs into the mainstream and look ahead at the new trends and technologies that would help us leave a healthier environment for the future generations.



Register to attend online at
www.mass.gov/epp/events.htm

This year's event program takes the best from the nine previous Vendor Fairs and adds a host of new features we hope you will enjoy! This year's event will bring you new vendors to meet, new topics to discuss, new products and services to test as part of our Promotional Pilot program presented at the event – and more. Many of you have already been to one of the previous events know how packed your day can get. **This issue of the EPP Buyer Update is designed to help you get the most of your day at the 10th Annual EPP Vendor Fair!**

Five Tips to get the most out of this year's event!

- 1. Invite a colleague!** Bring along another purchaser, facility staff or product user. You will see and hear twice as much – and double the EP exposure in your organization. **Register them online at** www.mass.gov/epp/events.htm (Attendee Registration Tab).
- 2. Look at the list of Promotional Pilots (Page 2)!** Exhibitors at the Vendor Fair will offer product trials for FREE or at a big discount to agencies, cities, towns, colleges, and schools attending the event. See if any of the trials fits the needs of your organization – feel free to forward the information!
- 3. Look at the list of workshops (Page 5)!** See up-to-date information on the current topics in purchasing and facility management for the environment and public health. Visit our website for workshop details!
- 4. Look at the list of new exhibitors (Page 6)!** This year, almost 30 new businesses will be exhibiting their products and technologies at the event. Plan your day so that you would have a chance to meet them!
- 5. Arrive early – there is road construction!** I-290 (the major route in and out of Worcester) is currently undergoing renovations. Please give yourself ample time to reach Worcester's Centrum Centre. See the directions links on our website at www.mass.gov/epp/events.htm (Directions tab).

In This Issue:

- Promotional Pilots:** The stakes are high – up to \$3,000 in value, up to \$13,000 in savings! Page 2.
- Green is Growing!** Meet our 30 NEW EPP exhibitors. Page 6.
- Speaking out on Speakers:** Check out our fun, informative bios on two national experts appearing at the event. Page 5.
- Workshop Program Snapshot.** Page 6.

Win a Product or Service Trial for Your Agency

Many of the Vendor Fair exhibitors will be offering interested agencies product or service trials with a value between \$60 to over \$3000 free of charge or at compelling reduced rates (up to \$13,000 off). Get one for your organization or facility!

Automotive

Manchester Honda. Use a 2004 Honda Civic GX (Natural Gas Vehicle) for one week! *Estimated Value: 2 pilots at \$100 each + fuel savings*

Dennis K. Burke. A 12-week program for testing biodiesel fuel and tracking vehicle emission benefits. Biodiesel fuel is provided at the cost of the fuel you are currently buying. The program does not require any engine modification. *Estimated Savings: \$.25/gal of fuel*

Facilities – Cleaning



Casey EMI. Cleaning needs analysis, trainings, free installation of EPP Paper Systems and Enviro-Care dispensing equipment, and free supplies for a month for part of your facility. *Estimated Value: \$500-\$750*

MD Stetson, Chemspec, Edison Chemical / Durkin, Grainger / Ramsey Products, Richco Products, Supreme Industrial. Offering a free 30 day Green Seal certified, third-party tested cleaning products including dispensing systems and on-site staff training. *Estimated Value: 6 pilots (one from each company) at \$250+ each*

Facilities – Surfaces

Surface Safety, Inc. 500 square feet of non-skid coating to walkway steps, landing, ramp, bathroom, shower or another interior or exterior area. The pilot includes minor repair and preparation of the surface. *Est. Value: \$3000.*

Serious Inquiries Only:

- **Promotional pilots are awarded to organizations** - agencies, departments, cities, towns, schools, hospitals, etc. - not individuals. (However, prizes for individuals – such as tickets, gift certificates, and more will also be available at the Vendor Fair!)
- Organizations registering for the pilot **agree to work with the vendor and OSD to test the products or services** and provide testimony to be published in the *EPP Buyer Update*.

Facilities – Energy / Electrical

Conservation Solutions Corp. VendingMisers for your soda machines keep the drinks cold while reducing each machine's energy consumption by 30% - 50%, a savings of over \$222 per machine. Three pilots will be awarded. *Est. Value: 5 Installed at 3 locations = \$1,160*



TECOGEN, Inc. Tecogen's cogeneration modules – already operating at Mass. College of Liberal Arts and other hospitals/schools across the state – simultaneously produce

electricity and hot water cutting the facility's electric and heating bills by 25 – 40% AND reducing emissions. TECOGEN Inc. will also perform an economic analysis to determine whether and how our equipment can save on energy costs. *Estimated Value: 5 pilots at \$100*

Northeast Electrical Distributors. A free facility energy audit and \$200 worth of lamps supplied to customer specification. *Est. Value: \$200 +energy savings*

Facilities – Water/Heating/Cooling

Atlas Watersystems. Sixty-day trial of a Reverse Osmosis drinking water purification system for a facility currently purchasing a minimum of 30 bottles of bottled water per month with two water coolers or less.

Estimated Value: \$200 plus the savings from not having to order bottled water

Conservation Solutions Corporation. Stop replacing the steam traps and save on energy with the steam system study, troubleshooting services and steam trap replacement/retrofit with 15 year + warranty. SteamLoc® steam traps will never need replacing - we guarantee it. *Estimated Value: \$2500*

Conservation Solutions Corporation. Dolphin chemical-free water treatment system for a cooling tower /chiller condenser loop and free 1st year service. Control of biological activity, reduced corrosion, eliminated calcium scale, savings on water, energy and chemicals! *Estimated Savings: \$2000 (20% discount off the installed cost & 1st year service) + Water, energy and chemical savings*

More pilots on the following page!

New Exhibitors at the Vendor Fair

Vendor Fair 2004 Looks into the Future of Green Products and Technologies.

A lot has changed since the "Recycled Products Purchasing Program" was founded at OSD in 1994. The scope of the program's activities has grown to cover not only recycled-content products, but the entire universe of goods and services known today as EPPs.

And as amazing as it seems, new EPPs and technologies appear on the market every year. Innovators in Massachusetts and across the nation continue to design more efficient products, new products that reuse materials to reduce waste and products that are safer for the environment and human health.

This year's Vendor Fair is a good example of the strength and energy of this market. Here you will find over 30 new businesses offering products ranging from vegetable-based insect repellents to co-generation equipment that allows you to generate electricity and produce water at your facility, save money and cut emissions. Two more examples: sustainable roofing materials that help you save energy and innovative waste and surplus property management practices that cut costs in a big way!

Look at Page 6 for a complete list of **new vendors** at the event and plan to visit them at the Vendor Fair! For a list of **ALL** exhibitors, please visit our website, www.mass.gov/epp/events.hrm (**List of Exhibitors tab**).

Win a Product or Service Trial! Cont. from Page 2

Office

Diversified Business Systems (DBS). Two (2%) percent off your entire next custom printing order exceeding \$5,000.00. All printing will be performed on recycled paper with soy ink! *Estimated Savings: 2 pilots over \$100 savings each*

Signature Marketing. 300 cloisonne lapel pins, up to 5 colors, 1" size. The total project cost is about \$430, an almost 50% savings off the regular price. Material is recycled, of course! *Estimated Savings: \$390*

IKON Office Solutions. Free one-month trial of the IKON DocSend system that allows you to reduce the need for copying and mailing by transforming paper documents into digital files for instantaneous delivery or simplified storage and retrieval. *Estimated Value: \$230*

Parks and Recreation

Arborjet. Half a day of service and enough product to care for six trees in one location. *Estimated Value: TBA*

Bio-Sun Systems, Inc. "Sunflower II" (2 toilets) ADA compliant composting toilet restroom – new product on the state contract offered at \$24,000 (regular cost \$37,000) delivered, set and activated, including 3 years of monitoring by Bio-Sun. *Estimated Savings: at least \$13,000 savings + 3 year free monitoring*

Lewey's EcoBlends. Lewey's EcoBlends will supply a case of its Buzz-Off Insect Repellent based on herbal oils and proven to be as effective as competing products. *Estimated Value: 2 pilots at \$60 each*

Thank You 2004
Event Sponsors!

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Platinum

ALBECO



Westnet

Silver

Bay West Paper
Carpet America Recovery Effort
IKON Office Solutions
Manchester Honda
Standard Electric
Tecogen, Inc.

Friends Write about Two of the Vendor Fair Speakers

We have been able to secure the best speakers for the 10th Annual EPP Vendor Fair. They were selected based not only on their experience and knowledge but also on personal commitment to their work. In this newsletter, we would like to feature two of the several industry experts who will be traveling to speak at the event.

However, instead publishing the usual dry lists of credentials, we have asked their colleagues who know them personally to write something about their friends... and have fun! Enjoy the read and come see these speakers in person at the Vendor Fair!

Steve Ashkin, the Ashkin Group

*By Scot Case, Director of Procurement Strategies,
Center for a New American Dream*



Hee...hee...hee....I get to prepare Steve Ashkin's biographical information for this newsletter without his input. Out of sheer jealousy, I've decided not to write about all of the prestigious national and regional awards he has won. I'm not going to mention his involvement establishing the Presidential Green Chemistry Challenge, his chairmanship of the

ASTM Task Force that developed national cleaning standards, or that people keep writing nice things about his work in big important books about environmental leadership.

Nope. I'm not even going to mention that stuff. Instead, I'm going to try and give you a little insight into why Steve has become one of the most important figures in the green cleaning and environmental purchasing movements.

Unlike many other green cleaning advocates, Steve has actually seen things from deep within the industry. He literally grew up in the business because his father owned a mid-sized regional cleaning chemical company. A few of Steve's earliest memories are peering into the product development and testing laboratories and running around the factory floor and. (I'm leaving out stories of youthful mayhem; I'll leave those to your imagination.)

When Steve finished college (and all of those chemistry courses), he took an interesting detour before going back to the family business – he went to divinity school. He spent a few years in deep introspection questioning his true purpose. He emerged with a better understanding of his mission in life and a strong determination to make the world a little better than when he arrived.

Upon his return to the business world, Steve took over his dad's company and immersed himself in running it. He also began investigating ways to make cleaning chemicals safer. Seeking a platform where his revolutionary ideas could have an even bigger impact, he closed the family business and took his mission to a much larger company where he accepted a position as a Vice President.

Always seeking ways to further expand the use of safer cleaning chemicals, Steve eventually left that position to work for another company selling green consumer products. Eventually, he realized he could have an even bigger impact if he went out on his own, hung a consulting sign on his door, and spent some time spreading the green gospel. At this point, he formed The Ashkin Group, a consulting firm where people actually pay for his advice and his opinions. And, if you've ever met Steve, you know he is never afraid to share his opinions or his expertise.

Listen carefully to Steve's message at the conference. Listen to the passion in his voice. Watch how excited he is to share a few simple strategies you can implement to clean up your part of the world. Call him afterwards at 812 332-7950 to learn even more. And then put some of that knowledge to work. You'll thank me later.

Steve Ashkin will be presenting at the "Making a Clean Sweep: Healthier Buildings through Greener Cleaners" workshop at 11:00am, Workshop Room A at the EPP Vendor Fair.

Bob Peoples, Ph.D., Carpet and Rug Institute

By Stephen Long, DEP Regional Planner,



Having recently survived the severe hurricane season on the Florida Panhandle, Bob Peoples is in the eye of the storm of carpet sustainability.

Bob is probably one of the most active and engaged professionals in the world devoted to carpet sustainability. At least he has the most titles than anyone: Director of Sustainability for the Carpet & Rug Institute (CRI), Executive Director of The Carpet America Recovery Effort (CARE), and President of the Environmental Impact Group.

Continued on the following page!

Speaker Close-ups

Bob Peoples, Ph.D., Carpet and Rug Institute
Cont. from Page 5

Bob and I first met during the negotiations between the carpet industry and state government that produced the National Memorandum of Understanding (MOU) for Carpet Stewardship. As the first of its kind voluntary agreement in the United States, the MOU includes escalating goals for reuse and recycling — the first step in the eventual elimination of land disposal and incineration of post-consumer carpet. As a representative of the carpet industry, Bob's positive "can-do" attitude contributed to smooth over some of the rough spots during the negotiations.

Bob now heads up CARE, the third-party organization the carpet industry established to achieve the national goals in the MOU. As part of CARE's mission to foster business development, Bob has traveled throughout the U.S. to provide assistance to entrepreneurs who reuse and recycle post-consumer carpet. In addition to providing direct assistance, Bob established CARE's grant program for entrepreneurs, convened two annual conferences, developed a strategic plan, and provided information resources such as CARE's web site and quarterly newsletter. Bob is now actively seeking to grow CARE into the organization he envisions is needed to attain the MOU's goals.

Beyond CARE, Bob is working to develop environmentally preferable procurement standards for sustainable carpet. Through his role at CRI, Bob is working with the Institute for Marketing Transformation to Sustainability on its Sustainable Textiles Committee to develop the Sustainable Textile Standards for carpet, fabrics, and apparel. Bob has also helped CRI provide input into the U.S. Environmental Protection Agency's Comprehensive Procurement Guidelines for Environmentally Preferable Carpet.

Bob's easy-going southern style and ability to make people feel good about their contributions to carpet sustainability serve him well. His dedication and hard work, often after hours and frequently traveling, have earned him the respect of all stakeholders concerned with carpet sustainability and product stewardship.

Bob Peoples will be presenting at the "More on the Floor: Best Practices for Buying and Maintaining Your Carpet" workshop at 9:15 am, Workshop Room A at the EPP Vendor Fair.

What Else is in the Workshop Program?

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Once again, the Vendor Fair's workshop program will focus on the cutting-edge environmental and public health issues as they apply to purchasing. The program will consist of 5 tracks – 10 workshops in total:

Track 1. Cleaning the Air: Indoor Environments

- More on the Floor: Best Practices for Buying and Maintaining Your Carpet
- Making a Clean Sweep: Healthier Buildings through Greener Cleaning

Track 2. Climate Protection and Sustainability

- Turning up the Heat on Climate Protection and State Sustainability
- Green Power to the People: Options for Buying Renewable Energy

Track 3. Innovative Waste Reduction

- Resource Management and Institutional Food Waste
- Getting Good Stuff Cheap with Surplus Property

Track 4. LEEDing the Way to Savings

- LEED Certification for Buildings
- The Thirsty Society: Water Conservation and Low Impact Development

Track 5. Fleet Management and Federal Issues

- Fleet Managers' Forum: Fleets and Fuels for a Cleaner Tomorrow
- Federal Focus on EPPs (Parts 1 and 2)

Alternative Fuel Vehicles Ride & Drive

Workshop schedule and complete descriptions are available at www.mass.gov/epp/events.htm under the **Workshop Program** tab. **Register to attend the event by accessing the Attendee Registration tab!**

Subscription Information

The EPP Buyer Update newsletter is published by the Environmentally Preferable Products Purchasing Program at the Massachusetts Operational Services Division, One Ashburton Place, Room 1017, Boston, MA 02108, 617-720-3351, 617-727-4527 fax. Visit us online at <http://www.mass.gov/epp>. Subscribe to or unsubscribe from this newsletter at http://www.mass.gov/epp/newsletter_form.html.

Over 30 New Businesses

Will Exhibit at Vendor Fair 2004

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This year's Vendor Fair will allow you to interact with 110 vendors of EPPs, over 30 of whom are new to the event! Here is a list of the new exhibitors with brief descriptions! Please plan to visit them on the show floor!

Alternative Fuels

- **Cummins Northeast** designs, manufactures, distributes, and services electric power generation systems, engines, and more
- **EcoSolve 2000** is a microbial cleaning process transforming oils, fats, greases, and more into harmless by-products.
- **Sprague Energy** is a supplier of ultra-low sulfur diesel in the US and other clean fuels including bio-diesel and ethanol.

Carpet Products

- **Designweave** products are designed with cradle-to-cradle sustainability as a primary goal combining recycled content, recyclability and performance.
- **State Contract Carpet Company / Milliken Carpet** provides a full line of reusable/recycled-content flooring products
- **Walters Solutions** offers LEED certified "green" building components such as recycled content, recyclability, renewable resources, indoor air quality, sustainability, and reclamation.

Construction / Roofing Materials

- **Heyes Forest Products** offers a wide range of certified wood products, harvested from forests that meet stringent environmental, social and economic standards.
- **Sarnafil Inc** is a global leader in manufacturing Energy Star® - labeled roofing membranes for the industrial/commercial/educational marketplace.

Consumer Products/Services

- **Lewey's EcoBlends** distributes safe plant-based insect repellent.

Energy Conservation / Renewable Energy

- **Dawn Solar Systems** is an alliance of building owners committed to the use of Green Power.
- **Sunburn Solar** integrates solar photovoltaics with Polyurethane foam roofing systems to create weather tight roofs that will produce electricity and last for 25 years.
- **Tecogen, Inc.** is a leading manufacturer of natural gas, engine-driven commercial and industrial cooling and cogeneration systems suitable for a variety of applications.

Foodservice Ware

- **Biosphere Industries** products competitively priced 100% compostable products made with yearly grown raw materials.

Information, Research, Consulting

- **BearingPoint** is replacing the current Comm-PASS system with an Enhanced Comm-PASS automating procurement tasks for every eligible public purchaser within Massachusetts.
- **Good Company** is a sustainability research and consulting firm that serves government, higher education and institutions

Janitorial Paper Products

- **Atlas Paper Mills** products contain 100% recycled paper
- **Bay West Paper** manufactures EcoSoft™ & EcoSoft™ Green Seal® 100% recycled paper towels & tissue.

Water Conservation

- **Atlas Watersystems** offers office drinking water purification systems with bottle-less water coolers.
- **Bio-Sun** produces composting toilets that are cost effective, pleasant and require less maintenance portable/flush toilets
- **Falcon Waterfree Technologies** manufactures cost-efficient waterless urinal systems.

Landscaping Products and Services

- **Arborjet** offers a plant injection system that delivers treatment directly into the tree producing less damage
- **DeWallace Technical Sales** products control storm water runoff, reduce polluting discharge and protect water quality.
- **Greenleaf Composting Company, Inc.** produces high quality compost.
- **Northeast Nursery** offers organic fertilizers, soil amendments, tools and masonry supplies.

Outdoor Surfaces

- **Analyze Property Company/Flexi-Pave** recycles car tires into porous paving surfaces for landscape designs, sidewalks, playgrounds, parking areas and rail trails.
- **Surface Safety Inc** manufactures and installs nonskid recycled rubber surfaces and treatments with low/no VOC's

Plastic Lumber

- **Childscapes** offers Ecoplay Recycled Plastic play equipment which is environmentally friendly, safe and non-toxic.

Promotional Items

- **Greentree Marketing, Inc.** manufactures unique educational tools that contain environmental information.

Recycling and Recycled Products

- **FCR / Casella Waste Systems** provide residential, commercial and municipal waste management and recycling solutions for communities and organizations.
- **The Institution Recycling Network (IRN)** is a recycling cooperative for colleges, hospitals, schools, and institutions.
- **Save That Stuff** operates and manages waste reduction and recycling programs at a lower cost than simply throwing away recyclable materials mixed together as trash.